

**The Darcy - Bethesda, MD**  
**Workforce Housing Resale Pricing Examples<sup>1</sup>**  
**Resale After the Control Period**

**Assumptions:** WFH Unit is sold by original owner after 20 years  
 Ten year average percent change in CPI at point of initial sale is 2.5%<sup>2</sup>  
 Allowance for transfer and recordation taxes is 1.1%

**Example 1 Market Sales Price = \$650,000**

\$343,675	Original Sales Price (Less Fees/Points)
+ \$171,838	2.5% CPI per year for 20 years
+ \$39,000	Maximum Real Estate Commission (6%) <sup>3</sup>
+ \$7,150	Allowance for Transfer & Recordation Taxes (1.1%)
<u>\$561,663</u>	Total
 \$88,338	 Excess Proceeds are equal to Market Price less all of the above
	Excess Proceeds are greater than \$20,000
\$44,169	1/2 of Excess Proceeds goes to HIF
\$44,169	Remaining 1/2 of Excess Proceeds to Seller

**Seller Keeps: \$216,006 (CPI Increase + Share of Excess Proceeds)**

**Example 2 Market Sales Price = \$570,000**

\$343,675	Original Sales Price (Less Fees/Points)
+ \$171,838	2.5% CPI per year for 20 years
+ \$34,200	Maximum Real Estate Commission (6%)
+ \$6,270	Allowance for Transfer & Recordation Taxes (1.1%)
<u>\$555,983</u>	Total
 \$14,018	 Excess Proceeds are equal to Market Price less all of the above
	Excess Proceeds are greater than \$10,000 but less than \$20,000
\$7,009	Therefore, 1/2 of Excess Proceeds is less than \$10,000
\$4,018	Amount of Excess Proceeds to HIF (adjusted so Seller keeps \$10,000)
\$10,000	Excess Proceeds to Seller (adjusted so Seller keeps \$10,000)

**Seller Keeps: \$181,838 (CPI Increase + Share of Excess Proceeds)**

**Example 3 Market Sales Price = \$560,000**

\$343,675	Original Sales Price (Less Fees/Points)
+ \$171,838	2.5% CPI per year for 20 years
+ \$33,600	Maximum Real Estate Commission (6%)
+ \$6,160	Allowance for Transfer & Recordation Taxes (1.1%)
<u>\$555,273</u>	Total
 \$4,728	 Excess Proceeds are equal to Market Price less all of the above
	Excess Proceeds are less than \$10,000
\$4,728	Full Excess Proceeds go to Seller, None to HIF

**Seller Keeps: \$176,565 (CPI Increase + Share of Excess Proceeds)**

<sup>1</sup> These resale pricing examples are for illustrative purposes only and should not be relied upon as the basis of any contract, warranty or other claim. DHCA and Seller make absolutely no representation or warranty regarding actual sale price of a WFH unit, actual change in CPI, actual permitted or achievable resale price of a WFH Unit, or other factors.

<sup>2</sup> DHCA does not compound the CPI increase for purposes of these calculations. DHCA and Seller make absolutely no representation or warranty regarding the actual change in CPI that may apply to any given sale of a WFH unit.

<sup>3</sup> Real estate commission is only allowed if a licensed agent is used